

Earnings Call

Q1'24





Disclaimer

The information contained in this document is provided as of the date of its publication and is subject to change without notice. This presentation contains preliminary figures and forward-looking statements. Forward-looking statements may be identified by words such as “expect”, “forecast”, “anticipate”, “intend”, “plan”, “believe”, “seek”, “estimate”, “will”, “target” or words of similar meaning. These statements are based on the current views, expectations, assumptions and information of the management of Nagarro, of which many are beyond Nagarro’s control. Forward-looking statements involve known and unknown risks and uncertainties, and therefore actual results, performance or events may differ materially from those described in such statements due to, among other things, changes in the general economic and competitive environment, risks associated with capital markets, currency exchange rate fluctuations, changes in international and national laws and regulations, in particular with respect to tax laws and regulations, and other factors. All forward-looking statements only speak as of the date when they were made and Nagarro does not undertake any obligation to update any of the forward-looking statements.

The figures presented for Q1 2024 are unaudited.

Gross profit, gross margin, adjusted EBITDA and adjusted EBITDA margin are non-IFRS/non-GAAP financial measures. These and other non-IFRS/non-GAAP financial measures may not be comparable to similarly titled measures presented by other companies, nor should they be construed as an alternative to other financial measures determined in accordance with IFRS or other GAAP. You are cautioned not to place undue reliance on any non-IFRS/non-GAAP financial measures included herein. Please find further explanations regarding our financial key performance indicators in chapter “Section A – V. Financial Performance” in the Annual Report 2023 of the Company. These documents are available under the following internet link <https://www.nagarro.com/en/investor-relations/financial-reports-and-publications>

Due to rounding, numbers presented in this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures to which they refer.





Our Mission Statement:

To make distance and difference irrelevant between intelligent people

Q1 2024, described



“Never waste a good crisis”

Focus on profitability: playing defense as well as offense

Demand holding steady in the subdued economic environment

Clients remain fully engaged on existing and new topics

High levels of client satisfaction

Sentiment for data- and AI-led transformation continues to be strong

Attrition levels close to historical averages

Better cash conversion, healthier cash levels and a leaner cost base

Q1 2024, by the numbers



€238m revenue	8.7% QoQ revenue growth in constant currency	5.0% YoY revenue growth in constant currency	30.9% gross margin ⁽¹⁾	€39m adjusted EBITDA
Industries' YoY growth range		Segments' YoY growth range		
15% automotive, mfg. and industrial	-14% mgmt consulting and business info	13% rest of world	-6% rest of europe	14% Top 5 client revenue
€126m Cash balance	181 > € 1 m accounts TTM	66 NPS	Guidance⁽²⁾	
			~€1 bn 2024 revenue	~14.0% 2024 adjusted EBITDA margin

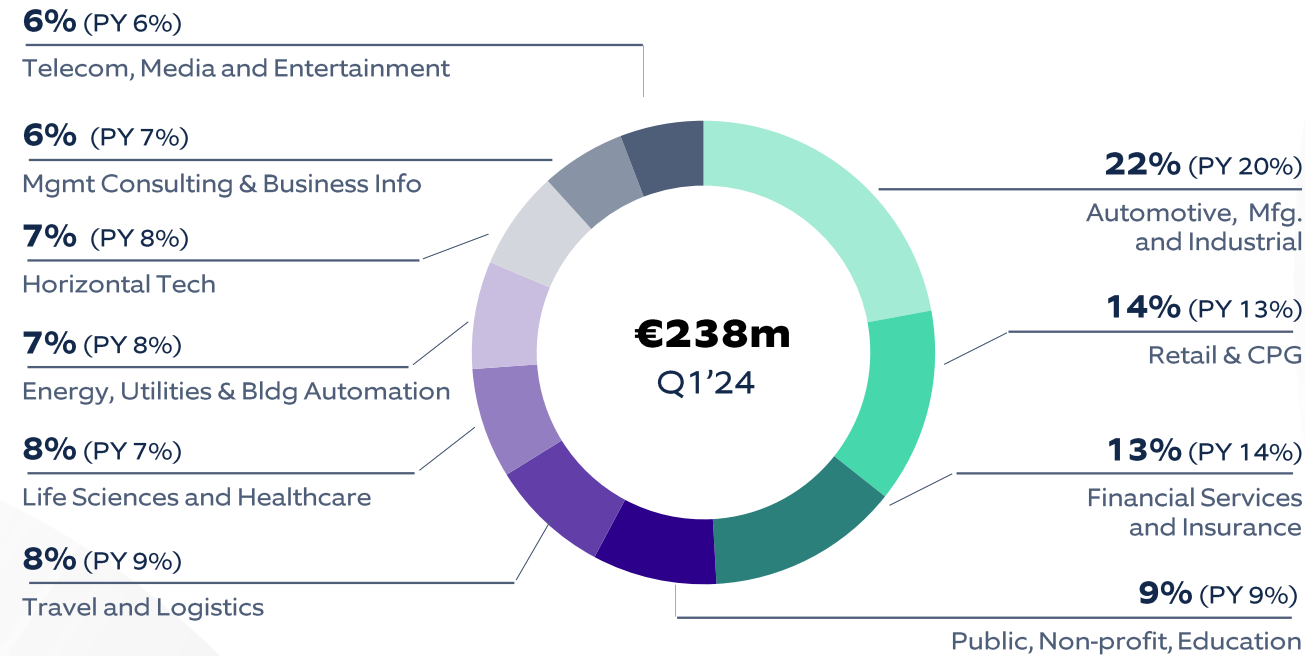
(1) Gross margin for Q1 2024 per current method; comparable number per previous method is 26.8%

(2) Guidance issued on Feb 20, 2024; based on constant currency terms

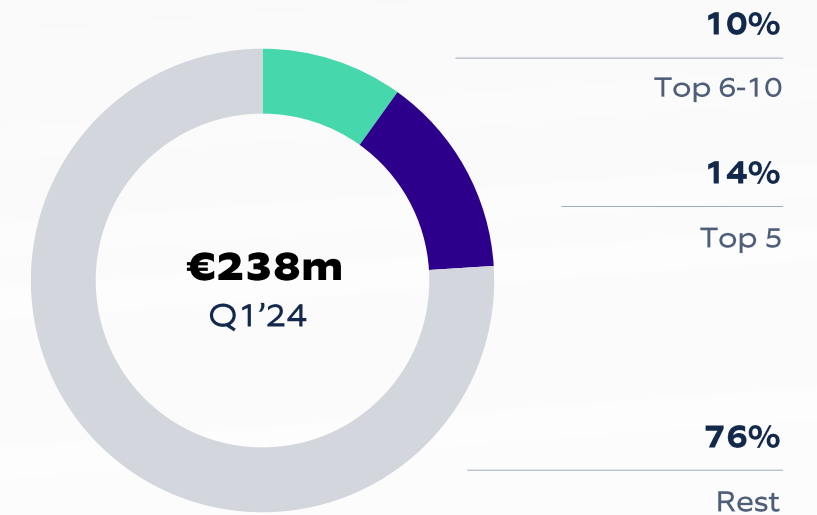
Diversification is our shield



Revenue by industry



Revenue by customers

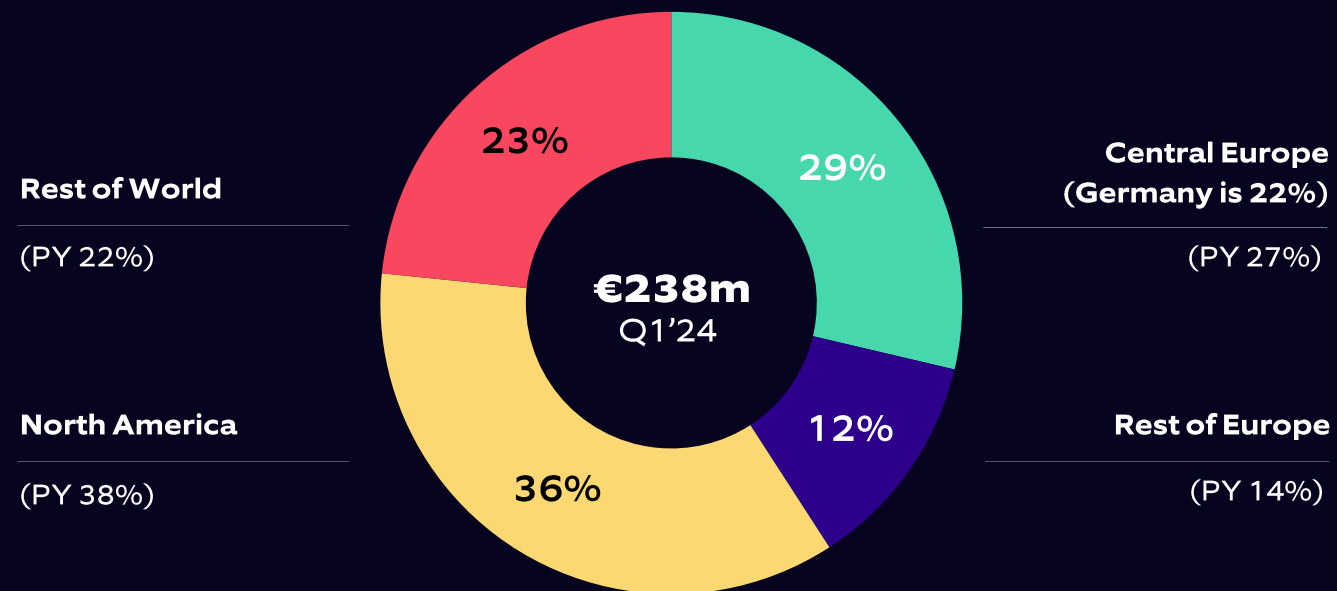


Revenue by industry is based on the company's own classification of each client (or its corporate group) by industry
 Each corporate group is counted as a single customer
 Numbers in brackets represent previous year (PY) data, i.e. for Q1 '23
 Percentages are individually rounded and may not add up to 100%

Rest of World continues to gain



Revenue by client region



Personnel worldwide



18,268

Total professionals, of which...



16,798

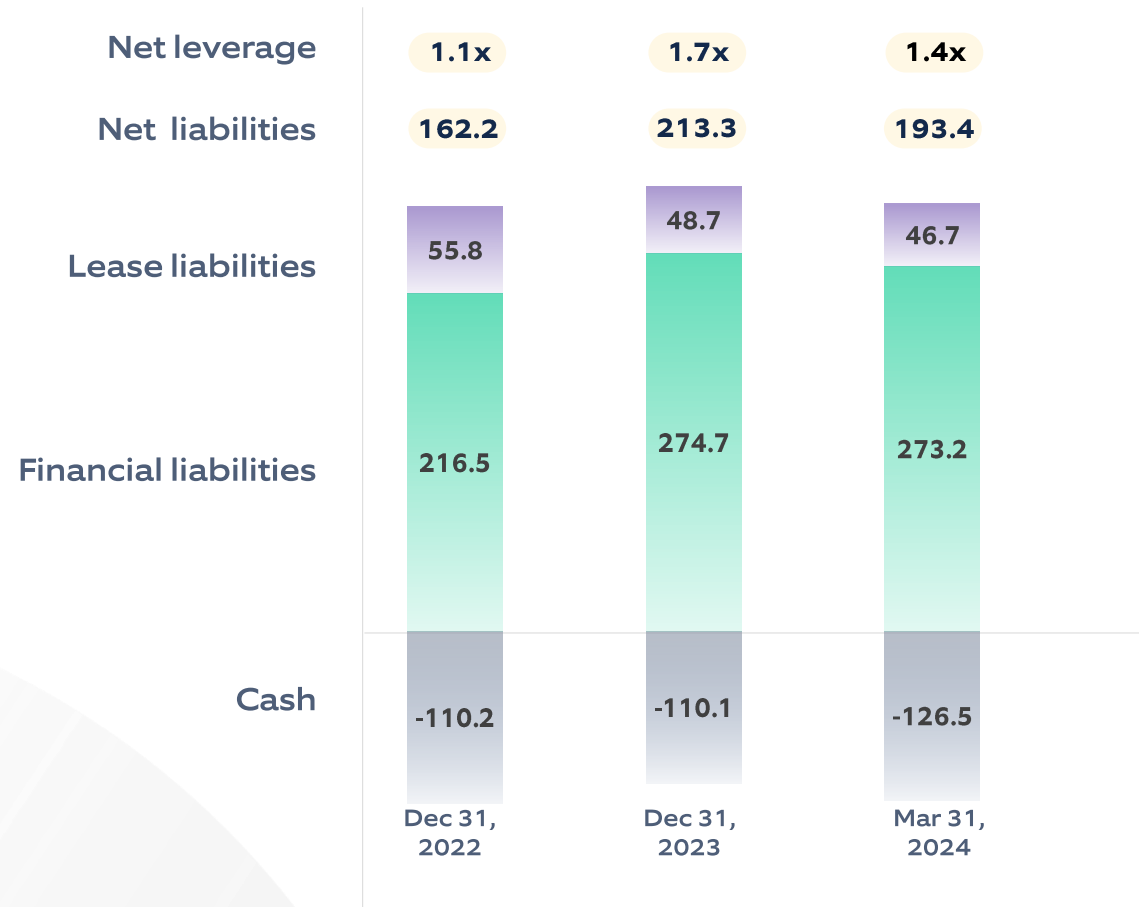
Professionals in engineering

Central Europe comprises Austria, Croatia, Czech Republic, Germany, Hungary, Poland, Romania, Serbia, Slovakia, Slovenia and Switzerland
Numbers in brackets represent previous year (PY) data, i.e. for Q1 '23; percentages are individually rounded and may not add up to 100%
Number of personnel as of Mar 31, 2024

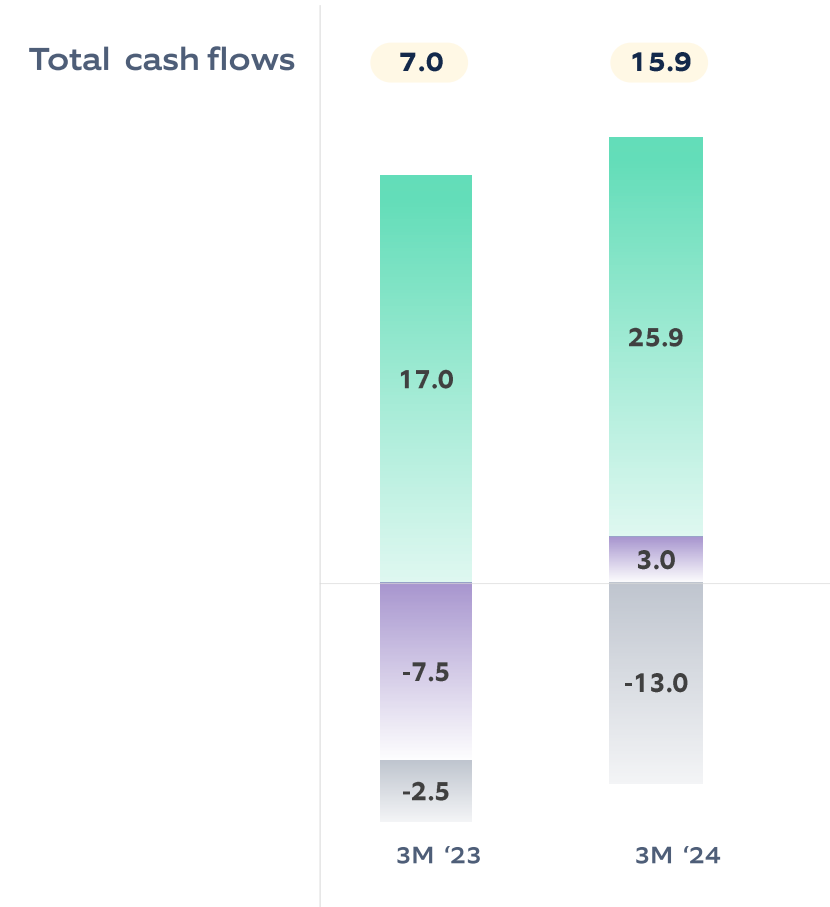


Net liabilities and cash flows healthy

Net liability €m



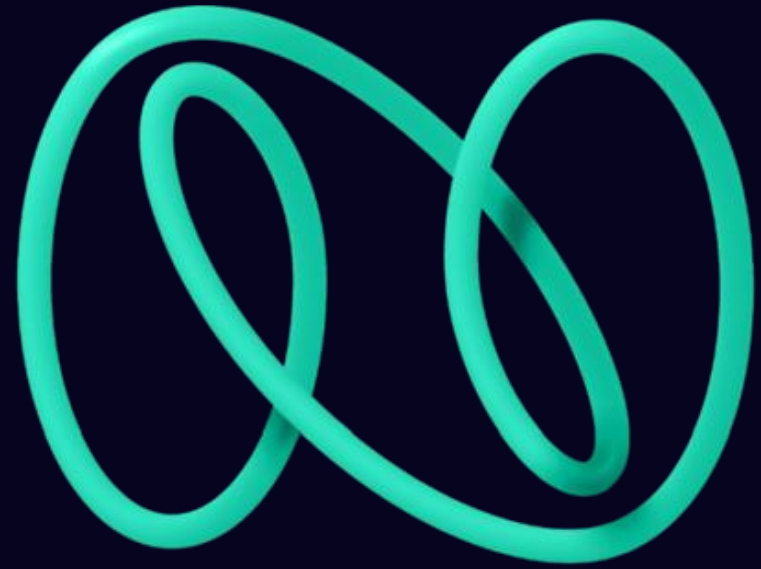
Cash flow €m



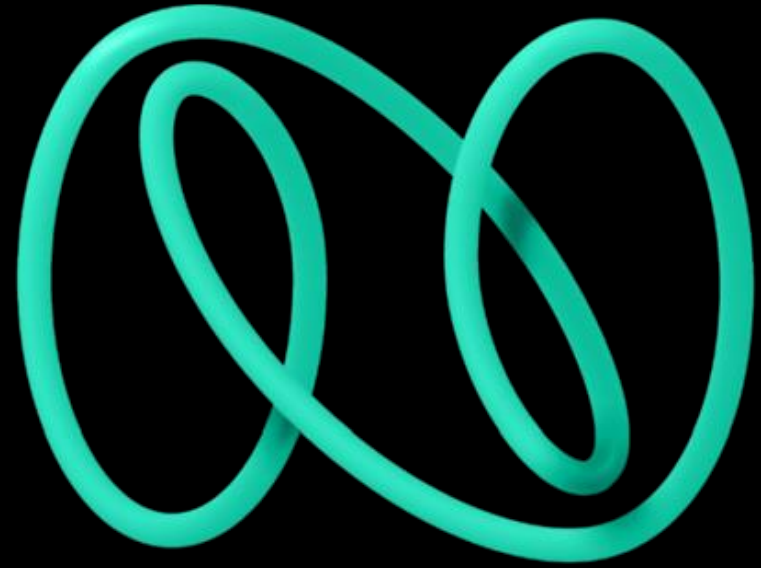
Financial liabilities include drawdown on syndicated credit facility, working capital facilities, bank loans, and liabilities from factoring.

Net leverage is calculated as net liabilities divided by LTM Adjusted EBITDA

Net cash flow from operating activities Net cash flow from investing activities Net cash flow from financing activities



Q&A



Thank you